

## Message Text

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53

ACTION COME-00

INFO OCT-01 AF-06 ISO-00 EB-07 /014 W  
----- 003248

P 270916Z MAR 75

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC PRIORITY 8563

INFO AMCONSUL IBADAN BY POUCH

AMCONSUL KADUNA BY POUCH

UNCLAS LAGOS 02866

E.O. 11652: N/A

TAGS: BEXP, SF, NI, CG

SUBJECT: FY 1977 COUNTRY COMMERCIAL PROGRAM RESOURCES ALLO-  
CATION DATA

REF: (A) STATE 66284; (B) STATE 56677; (C) STATE 49909;  
(D) STATE 5312; (E) STATE A-100; (F) STATE A-9016,  
DEC. 6, 1974

1. FOR FY 76 AND PRESUMABLY FY 77 WE EXPECT ECONOMIC/COMMERCIAL  
COMPLEMENT AT EMBASSY LAGOS TO NUMBER 7 FSO'S, 3 FSS, AND 5 FSL,  
AT CONSULATE KADUNA 1 FSO AND 1 FSL, AND AT CONSULATE IBADAN  
1 FSO AND 1 FSL. ON ASSUMPTION 15 HOLIDAYS PER YEAR AND AVERAGE  
OF 20 DAYS ANNUAL LEAVE, AVERAGE WORK YEAR NUMBERS 225 DAYS,  
AND ECONOMIC/COMMERCIAL MAN DAYS AVAILABLE AT EMBASSY, IBADAN AND  
KADUNA WOULD TOTAL AS FOLLOWS: FSO'S 2025; FSS 675; FSL 1575.

2. FOLLOWING ALLOCATION OF MAN DAYS FOR FY 77 INCLUDES MAN DAYS  
AVAILABLE AT IBADAN AND KADUNA. WE HAVE TAKEN FROM REFTEL (B)  
ACTIVITIES LISTED UNDER A. PRODUCT CAMPAIGNS; B. OTHER PRIORITY  
CAMPAIGNS (MAJOR PROJECTS); AND C. OTHER PROJECTS. FOR ITEMS  
SHOWN UNDER D. OTHER ACTIVITIES, WE HAVE FOLLOWED LISTING IN  
REF (E).

-. PRODUCT CAMPAIGNS: 1.1 ENERGY SYSTEMS, FSO MAN DAYS 100,  
FSL 25;

1.2 COMMUNICATIONS FSO MAN DAYS 80, FSL 25;

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QME BUILDING AND CONSTRUCTION, FSO MAN DAYS 100, FSL 25:

1.4 AGRICULTURE FSO MAN DAYS 100, FSL 25;

1.5 BUSINESS EQUIPMENT AND SYSTEMS 100 FSO, 25 FSL

B. OTHER PRIORITY CAMPAIGNS (MAJOR PROJECTS);

2.1 TRANSPORTATION 35 FSO, 15 FSL;

2.2 INDUSTRY 45 FSO, 15 FSL:

2.3 WATER RESOURCES (AND OTHER INFRO STRUCTURE) 45 FSO, 15FSL.

C. OTHER PROJECTS:

3.1 FIVE TO TWENTY YEAR COMMERCIAL PLANNING , 10 FSO: FSL  
TRAINING , 20 FSO: KEY PROSPECT LIST, 10 PRIORITY CATEGORIES,  
10 FSO, 40 FSL.

D. OTHER ACTIVITIES: SUPPORT FOR 4 TRADE PROMOTION EVENTS  
FSO 60, FSL 120; TWO POST CONDUCTED MARKET SURVEYS, 20 FSO,  
40 FSL, ANNUAL CONSUMER GOODS, 10 FSO, 20 FSL, TRADE POLICY  
REPORTS/NEGOTIATIONS 80 FSO, 10 FSL: FOREING BUYERS  
PROGRAM 10 FSO, 10 FSL; SCHEDULED CERP 80 FSO, 60 FSL; CERP  
ALERT 180 FSO, 10 FSL: INVESTMENT PROMOTION/FACILITATION  
INCLUDING FOREING INVESTMENT AND LICENSING OPPORTUNITIES, OPIC)  
FSO. 80, FSL 40; PROGRAM MANAGEMENT 80 FOS, 10 FSO: BUSINESS  
SERVICES, INCLUDING PHONE AND LETTER INQUIRIES AND VISITORS  
600 FSO, 400 FSL: COMMERCIAL NEWLETTER 20 FOS, 40 FSL:  
COMMERCIAL LIBRARY 20 FSO, 200 FSL, TRADE COMPLAINTS 20 FSO,  
40 FSL: WTDR'S 40 FSO, 220 FSL: ADS 20 FSO, 85 FSL; EXIM  
20 FSO; OFFICIAL VISITORS 20 FSO, 20 FSL, TRADE OPPORTUNITIES  
20 FSO, 40 FSL.

3. AS WE REPORTED IN LAGOS 7583 OF AAUGUST 1974 TOTAL  
DOLLS.2585 (LAGOS DOLLS.1775, IBADAN DOLLS.575, KADUNA DOLLS.235)  
WAS AVAILABLE FOR REPRESENTATION TO ECONOMIC/COMMERCIAL OFFICERS IN  
FY 74  
OUT OF OVERALL TOTAL OF DOLLS.14600 AVAILABLE TO EMBASSY AND TWO  
CONSULATES. FOR FY 75 OVERALL TOTAL AVAILABLE IS NOW DOLLS.10600  
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AND OF THAT TOTAL OF DOLLS.2345 NOW  
EARMARKED FOR ECONOMIC/COMMERCIAL OFFICERS (LAGOS  
DOLLS.2000, IBADAN DOLLS.150, KADUNA DOLLS.195.) WE HAVE NO WAY OF  
ESTIMATING REPRESENTATION FUNDS LIKELY TO BE AVAILABLE IN  
FY 76 AND FY 77.

COMENT. IN ADDITION TO AMOUNTS MADE AVAILABLE DIRECTLY TO  
ECONOMIC/COMMERCIAL OFFICERS, WE RECKON THAT AT EMBASSY

APPROXIMATELY 20 PERCENT OF REPRESENTATION EXPENDITURES BY AMBASSADOR AND DCM ARE FOR ECONOMIC/COMMERCIAL PURPOSES, AND AT CONSULATES APPROXIMATELY 50 PERCENT OF PRINCIPAL OFFICERS' EXPENDITURES.

4. FOR FY 74 WE ESTIMATED TRAVEL EXPENDITURES IN NIGERIA FOR ECONOMIC /COMMERCIAL PURPOSES AT DOLLS.3500, OF WHICH DOLLS.1000 WAS BY ECONOMIC/COMMERCIAL OFFICERS AT EMBASSY, AND DOLLS.1000 AND DOLLS.1500 RESPECTIVELY FOR TRAVEL FOR ECONOMIC/COMMERCIAL PURPOSES BY PRINCIPAL AND OTHER OFFICERS AT CONSULATES IBADAN AND KADUNA. FOR FY 75, WE RECKON THAT IN FIRST HALF EMBASSY ECONOMIC/COMMERCIAL OFFICERS EXPENDED APPROXIMATELY DOLLS.1800 ON TRAVEL IN NIGERIA AND THAT SIMILAR AMOUNT WILL BE AVAILABLE IN SECOND HALF. FISCAL 75 TOTAL FOR TRAVEL FOR ECONOMIC/COMMERCIAL PURPOSES NOW ESTIMATED AT NEARLY DOLLS.6000. OF WHICH DOLLS.3500 BY EMBASSY ECONOMIC/COMMERCIAL OFFICERS, AND REMAINDER BY PRINCIPAL AND OTHER OFFICERS AT CONSULATES IBADAN AND KADUNA. WE CANNOT ESTIMATE NOW TRAVEL FUNDS LIKELY TO BECOME AVAILABLE IN FY 76 AND FY 77.

COMMENT: IN REPORTING REPRESENTATION AND TRAVEL FUNDS FOR FY 75 WE HAVE REPORTED FUNDS AVAILABLE AS INDICATED IN PREPARATION INSTRUCTION ENCLOSED WITH REF (F). TO ARRIVE AT COMPARABLE LEVEL OF REAL AVAILABILITIES FOR FY 76 AND FY 77 WE ESTIMATE FY 75 LEVELS WOULD HAVE TO BE INCREASED BY AT LEAST 25 AND 50 PERCENT RESPECTIVELY.  
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